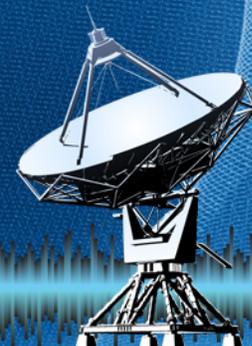




*NASA Goddard Space Flight Center
3rd Annual NASA Supply Chain
Quality Assurance Conference
October 14-16, 2009*

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY





Who is LJT & Associates

LJT & Associates Inc. is a small, veteran-owned disadvantaged business headquartered in Columbia, Maryland. Chartered in 1994, LJT provides diversified, high-technology services to NASA, the Department of Defense, and other civilian agencies as well as State and Local Governments.

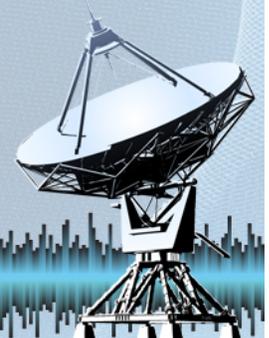


Corporate Facility Clearance

**Top Secret, authorized to store
classified material**

**150 employees in 19 locations
nationwide**

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY





Our Mission

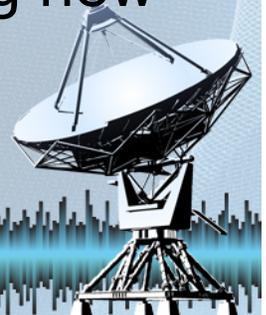
□ Our Vision

- Premier provider of innovative engineering and technical solutions through strong partnerships and a team of quality-driven professionals.

□ Our Mission

- Partner with our customers to develop innovative engineering solutions, information technology services and technology development by leading a team of highly skilled professionals. We help prepare our customers for the missions of today while building new capabilities to meet the challenges of tomorrow.

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

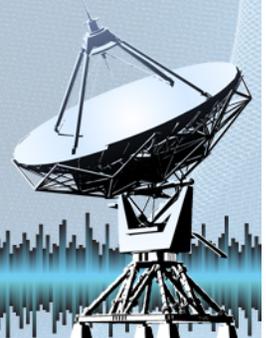




NASA Programs

- LJT provides NASA a variety of services through a number of Prime and Sub contracts.
 - Mission/Project Management
 - Range Operations
 - Air Traffic Control
 - Shuttle Support
 - Constellation Studies and Analysis
 - Systems and Sustaining Engineering
 - Technology Development

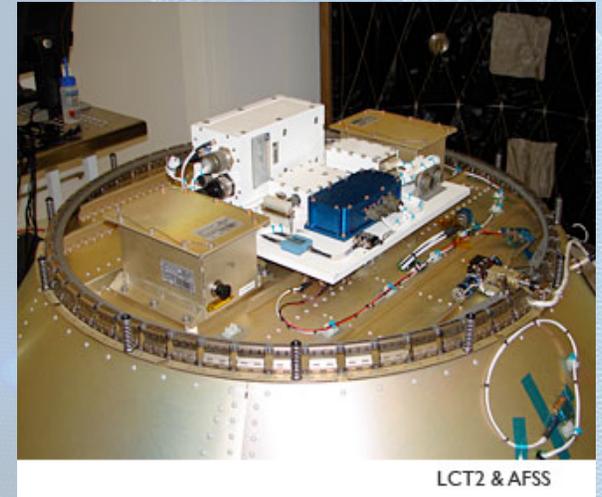
EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY



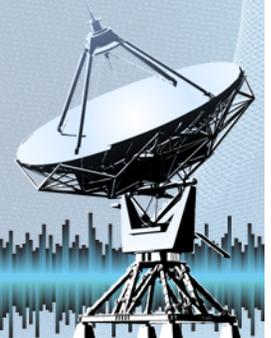


Technology Development

- LJT engineers have worked closely with NASA Wallops Flight Facility engineers to develop Space Based Range technology. Two of the more mature technologies include:
 - Autonomous Flight Safety System (AFSS)
 - Low Cost TDRSS Transceiver (LCT2)
- These technologies support the evolving vision of a Space Based Range. The vision is to establish future Range architectures, designed to decrease the cost of launch operations while increasing Range services and customer responsiveness.



LCT2/AFSS integration for SpaceX Falcon 1 DemoFlight 2



EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

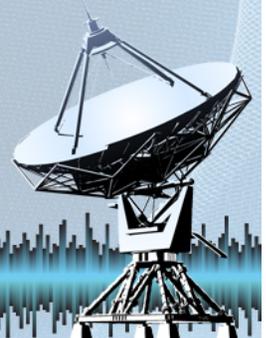


GSFC Contractor Excellence Award

LJT Overview

- 2006 – Small Business Services
 - Finalist
- 2007 – Small Business Product
 - Finalist
- 2008 – Small Business Product
 - Winner

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

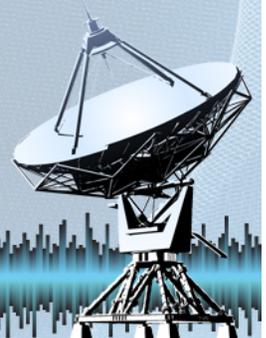




GSFC Contractor Excellence Award Process Overview

- Award Guidelines
 - early January
- Applications
 - due early February
- Site visits
 - Questions in early March
 - Mid March through mid April
- Award Notification
 - Late May – June
- Debrief
 - Late June

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY



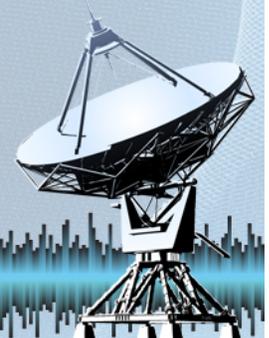


GSFC Contractor Excellence Award

What it Takes to Win

- ❑ First and foremost is an excellent track record in execution – Products or Services
- ❑ Commitment to Quality
 - Well documented Quality Program
 - Quality Manager
 - Industry standards registration and/or certifications
 - ISO 9001:2008, CMMI, AS9100, ...
- ❑ Continuous Improvement
 - Well documented historical data
 - Well documented forward looking plan
 - This should be linked to your benchmarking process

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY



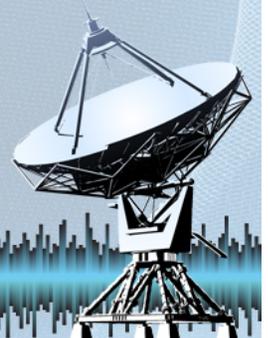


GSFC Contractor Excellence Award

What it Takes to Win

- Well Organized and Prepared Site Visit
 - Presentation addressing questions
 - Prepared backup and supporting material
 - Staff availability for interviews
 - Site Tour

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

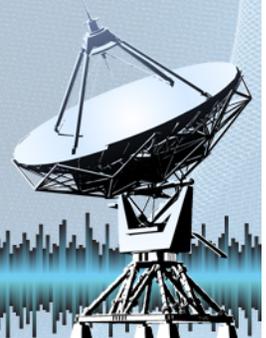




GSFC Contractor Excellence Award Lessons Learned

- ❑ The award process is focused on contract performance and quality/continuous improvement more than the particular service or product.
- ❑ The application process and site visit provides feedback and self examination which may not normally occur. This is beneficial to the continuous improvement process.
- ❑ Keep applying. The process, application questions, and site visits continue to evolve.

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

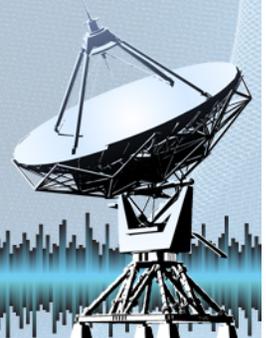




GSFC Contractor Excellence Award Suggested Improvements

- The application process and site visits are beneficial to the improvement and quality of the Product and/or Service that contractors deliver.
 - This is an independent assessment of your company's performance.
- However, the feed back received during the debrief was presented by one person in a PowerPoint presentation that was not released.
 - It would be beneficial to have the site visit team provide the debrief to answer questions.
 - Provide the debrief material to the contractor.

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY





GSFC Contractor Excellence Award Conclusion

- ❑ This is a great way to receive recognition for our hard work.
- ❑ I would like to encourage competition in all categories.
 - There are years when no one applies to some categories.
- ❑ The application process is a good way to provide self assessment and independent assessment of the Products and/or Services that we as contractors provide to NASA.
- ❑ We look forward to next year!

EXCEEDING EXPECTATIONS THROUGH INNOVATION AND QUALITY

